

NAIOP Minnesota Tax Analysis From Market Data

Current Tax Expense as % of Gross Rent Rankings - with SGL in Place

All figures are represented in \$/Rentable SF

Rank	City	Gross		Total		Tax Expense - % Gross	
		Rent	Taxes	OpEx	Net Rent	% OpEx	Rent
	Minneapolis - MN	\$28.34	\$4.67	\$11.80	\$16.54	39.60%	16.50%
	Rochester - MN	\$25.51	\$5.38	\$13.04	\$12.47	41.30%	21.10%
	Duluth - MN	\$19.24	\$2.75	\$9.03	\$10.21	30.40%	14.30%
	St. Cloud - MN	\$18.69	\$3.46	\$10.62	\$8.07	32.60%	18.50%
	Average - MN	\$22.95	\$4.07	\$11.12	\$11.82	35.98%	17.60%
	Average - Nat.	\$27.39	\$3.44	\$9.90	\$17.49	33.58%	12.68%
	Median - Nat.						11.85%
1	Rochester - MN	\$25.51	\$5.38	\$13.04	\$12.47	41.30%	21.10%
2	Des Moines - IA	\$21.12	\$4.22	\$12.89	\$8.23	32.80%	20.00%
3	Austin - TX	\$42.12	\$8.06	\$16.68	\$25.44	48.30%	19.10%
4	St. Cloud - MN	\$18.69	\$3.46	\$10.62	\$8.07	32.60%	18.50%
5	Eau Claire - WI	\$15.24	\$2.68	\$10.21	\$5.03	26.30%	17.60%
6	Northern New Jersey - NJ	\$26.72	\$4.70	\$11.35	\$15.37	41.40%	17.60%
7	Denver - CO	\$28.60	\$4.95	\$10.74	\$17.86	46.10%	17.30%
8	Houston - TX	\$28.36	\$4.91	\$13.23	\$15.13	37.10%	17.30%
9	Chicago - IL	\$29.37	\$5.00	\$11.94	\$17.43	41.90%	17.00%
10	Minneapolis - MN	\$28.34	\$4.67	\$11.80	\$16.54	39.60%	16.50%
11	Columbus - OH	\$21.16	\$3.37	\$9.42	\$11.74	35.80%	15.90%
12	Dallas-Fort Worth - TX	\$27.94	\$4.43	\$10.46	\$17.48	42.30%	15.80%
13	Kansas City - MO	\$20.87	\$3.30	\$9.49	\$11.38	34.70%	15.80%
14	Duluth - MN	\$19.24	\$2.75	\$9.03	\$10.21	30.40%	14.30%
15	Milwaukee - WI	\$20.55	\$2.94	\$10.27	\$10.28	28.60%	14.30%
16	Saint Louis - MO	\$21.12	\$3.00	\$10.09	\$11.03	29.80%	14.20%
17	New York - NY	\$56.68	\$7.95	\$16.90	\$39.78	47.00%	14.00%
18	Sioux Falls - SD	\$19.22	\$2.54	\$9.49	\$9.73	26.80%	13.20%
19	Indianapolis - IN	\$20.24	\$2.63	\$9.78	\$10.46	26.90%	13.00%
20	Philadelphia - PA	\$26.80	\$3.44	\$9.39	\$17.41	36.60%	12.80%
21	Tampa - FL	\$25.30	\$3.20	\$9.98	\$15.32	32.10%	12.70%
22	Orange County - CA	\$31.24	\$3.83	\$9.84	\$21.40	38.90%	12.30%
23	Fargo - ND	\$19.24	\$2.30	\$9.55	\$9.69	24.00%	11.90%
24	Omaha - NE	\$22.68	\$2.70	\$9.38	\$13.30	28.80%	11.90%
25	Memphis - TN	\$19.61	\$2.31	\$8.47	\$11.14	27.30%	11.80%
26	Pittsburgh - PA	\$21.34	\$2.47	\$8.64	\$12.70	28.60%	11.60%
27	New Orleans - LA	\$19.86	\$2.31	\$8.64	\$11.22	26.70%	11.60%
28	Washington - DC	\$38.71	\$4.45	\$12.02	\$26.69	37.00%	11.50%
29	Phoenix - AZ	\$41.00	\$4.66	\$13.97	\$27.03	33.30%	11.40%
30	Miami - FL	\$26.93	\$3.08	\$7.84	\$19.09	39.30%	11.40%
31	Inland Empire - CA	\$23.58	\$2.57	\$6.89	\$16.69	37.30%	10.90%
32	Detroit - MI	\$21.25	\$2.29	\$7.22	\$14.03	31.70%	10.80%
33	Los Angeles - CA	\$41.39	\$4.47	\$12.11	\$29.28	36.90%	10.80%
34	San Jose - CA	\$62.04	\$6.52	\$12.57	\$49.47	51.90%	10.50%
35	Nashville - TN	\$28.89	\$3.01	\$8.23	\$20.66	36.50%	10.40%
36	Portland - OR	\$28.80	\$3.00	\$8.37	\$20.43	35.90%	10.40%
37	San Francisco - CA	\$61.86	\$6.20	\$15.07	\$46.79	41.10%	10.00%
38	Seattle - WA	\$38.29	\$3.83	\$10.46	\$27.83	36.60%	10.00%
39	Boise - ID	\$19.47	\$1.90	\$7.78	\$11.69	24.50%	9.80%
40	Baltimore MD	\$23.74	\$2.30	\$8.76	\$14.98	26.20%	9.70%
41	Oklahoma City - OK	\$18.55	\$1.79	\$6.91	\$11.64	26.00%	9.70%
42	Salt Lake City - UT	\$23.91	\$2.26	\$6.88	\$17.03	32.90%	9.50%
43	Little Rock - AR	\$18.02	\$1.66	\$7.06	\$10.96	23.50%	9.20%
44	Richmond - VA	\$20.14	\$1.80	\$6.93	\$13.21	26.00%	9.00%
45	Atlanta - GA	\$27.03	\$2.18	\$7.95	\$19.08	27.40%	8.10%
46	Huntsville - AL	\$19.09	\$1.40	\$5.32	\$13.77	26.40%	7.40%
47	Las Vegas - NV	\$24.91	\$1.84	\$6.76	\$18.15	27.20%	7.40%
48	Charlotte - NC	\$29.74	\$2.18	\$7.98	\$21.76	27.40%	7.30%
49	Raleigh - VA	\$27.77	\$1.90	\$6.85	\$20.92	27.80%	6.90%
	Average	\$27.39	\$3.44	\$9.90	\$17.49	33.58%	12.68%

Tax Expense as % of Gross Rent Rankings - without SGL in Place

All figures are represented in \$/Rentable SF

Rank	City	Gross		Total		Tax Expense - % Gross	
		Rent	Taxes (less SGL 27.5%)	OpEx	Net Rent	% OpEx	Rent
	Minneapolis - MN	\$28.34	\$3.39	\$11.80	\$16.54	28.69%	11.95%
	Rochester - MN	\$25.51	\$3.90	\$13.04	\$12.47	29.91%	15.29%
	Duluth - MN	\$19.24	\$1.99	\$9.03	\$10.21	22.08%	10.36%
	St. Cloud - MN	\$18.69	\$2.51	\$10.62	\$8.07	23.62%	13.42%
	Average - MN	\$22.95	\$2.95	\$11.12	\$11.82	26.08%	12.76%
	Average - Nat.	\$27.39	\$3.35	\$9.73	\$17.66	32.77%	12.28%
	Median - Nat.						11.70%
1	Des Moines - IA	\$21.12	\$4.22	\$12.89	\$8.23	32.80%	20.00%
2	Austin - TX	\$42.12	\$8.06	\$16.68	\$25.44	48.30%	19.10%
3	Eau Claire - WI	\$15.24	\$2.68	\$10.21	\$5.03	26.30%	17.60%
4	Northern New Jersey - NJ	\$26.72	\$4.70	\$11.35	\$15.37	41.40%	17.60%
5	Denver - CO	\$28.60	\$4.95	\$10.74	\$17.86	46.10%	17.30%
6	Houston - TX	\$28.36	\$4.91	\$13.23	\$15.13	37.10%	17.30%
7	Chicago - IL	\$29.37	\$5.00	\$11.94	\$17.43	41.90%	17.00%
8	Columbus - OH	\$21.16	\$3.37	\$9.42	\$11.74	35.80%	15.90%
9	Dallas-Fort Worth - TX	\$27.94	\$4.43	\$10.46	\$17.48	42.30%	15.80%
10	Kansas City - MO	\$20.87	\$3.30	\$9.49	\$11.38	34.70%	15.80%
11	Rochester - MN	\$25.51	\$3.90	\$13.04	\$12.47	29.91%	15.29%
12	Milwaukee - WI	\$20.55	\$2.94	\$10.27	\$10.28	28.60%	14.30%
13	Saint Louis - MO	\$21.12	\$3.00	\$10.09	\$11.03	29.80%	14.20%
14	New York - NY	\$56.68	\$7.95	\$16.90	\$39.78	47.00%	14.00%
15	St. Cloud - MN	\$18.69	\$2.51	\$10.62	\$8.07	23.62%	13.42%
16	Sioux Falls - SD	\$19.22	\$2.54	\$9.49	\$9.73	26.80%	13.20%
17	Indianapolis - IN	\$20.24	\$2.63	\$9.78	\$10.46	26.90%	13.00%
18	Philadelphia - PA	\$26.80	\$3.44	\$9.39	\$17.41	36.60%	12.80%
19	Tampa - FL	\$25.30	\$3.20	\$9.98	\$15.32	32.10%	12.70%
20	Orange County - CA	\$31.24	\$3.83	\$9.84	\$21.40	38.90%	12.30%
21	Minneapolis - MN	\$28.34	\$3.39	\$11.80	\$16.54	28.69%	11.95%
22	Omaha - NE	\$22.68	\$2.70	\$9.38	\$13.30	28.80%	11.90%
23	Fargo - ND	\$19.24	\$2.30	\$9.55	\$9.69	24.00%	11.90%
24	Memphis - TN	\$19.61	\$2.31	\$8.47	\$11.14	27.30%	11.80%
25	Pittsburgh - PA	\$21.34	\$2.47	\$8.64	\$12.70	28.60%	11.60%
26	New Orleans - LA	\$19.86	\$2.31	\$8.64	\$11.22	26.70%	11.60%
27	Washington - DC	\$38.71	\$4.45	\$12.02	\$26.69	37.00%	11.50%
28	Phoenix - AZ	\$41.00	\$4.66	\$13.97	\$27.03	33.30%	11.40%
29	Miami - FL	\$26.93	\$3.08	\$7.84	\$19.09	39.30%	11.40%
30	Inland Empire - CA	\$23.58	\$2.57	\$6.89	\$16.69	37.30%	10.90%
31	Los Angeles - CA	\$41.39	\$4.47	\$12.11	\$29.28	36.90%	10.80%
32	Detroit - MI	\$21.25	\$2.29	\$7.22	\$14.03	31.70%	10.80%
33	San Jose - CA	\$62.04	\$6.52	\$12.57	\$49.47	51.90%	10.50%
34	Nashville - TN	\$28.89	\$3.01	\$8.23	\$20.66	36.50%	10.40%
35	Portland - OR	\$28.80	\$3.00	\$8.37	\$20.43	35.90%	10.40%
36	Duluth - MN	\$19.24	\$1.99	\$9.03	\$10.21	22.08%	10.36%
37	San Francisco - CA	\$61.86	\$6.20	\$15.07	\$46.79	41.10%	10.00%
38	Seattle - WA	\$38.29	\$3.83	\$10.46	\$27.83	36.60%	10.00%
39	Boise - ID	\$19.47	\$1.90	\$7.78	\$11.69	24.50%	9.80%
40	Baltimore MD	\$23.74	\$2.30	\$8.76	\$14.98	26.20%	9.70%
41	Oklahoma City - OK	\$18.55	\$1.79	\$6.91	\$11.64	26.00%	9.70%
42	Salt Lake City - UT	\$23.91	\$2.26	\$6.88	\$17.03	32.90%	9.50%
43	Little Rock - AR	\$18.02	\$1.66	\$7.06	\$10.96	23.50%	9.20%
44	Richmond - VA	\$20.14	\$1.80	\$6.93	\$13.21	26.00%	9.00%
45	Atlanta - GA	\$27.03	\$2.18	\$7.95	\$19.08	27.40%	8.10%
46	Huntsville - AL	\$19.09	\$1.40	\$5.32	\$13.77	26.40%	7.40%
47	Las Vegas - NV	\$24.91	\$1.84	\$6.76	\$18.15	27.20%	7.40%
48	Charlotte - NC	\$29.74	\$2.18	\$7.98	\$21.76	27.40%	7.30%
49	Raleigh - VA	\$27.77	\$1.90	\$6.85	\$20.92	27.80%	6.90%
	Average	\$27.39	\$3.35	\$9.73	\$17.66	32.77%	12.28%

Atlanta - GA	\$27.03	\$2.18	\$7.95	\$19.08	27.40%	8.10%
Austin - TX	\$42.12	\$8.06	\$16.68	\$25.44	48.30%	19.10%
Baltimore MD	\$23.74	\$2.30	\$8.76	\$14.98	26.20%	9.70%
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Houston - TX	\$28.36	\$4.91	\$13.23	\$15.13	37.10%	17.30%
Huntsville - AL	\$19.09	\$1.40	\$5.32	\$13.77	26.40%	7.40%
Indianapolis - IN	\$20.24	\$2.63	\$9.78	\$10.46	26.90%	13.00%
Inland Empire - CA	\$23.58	\$2.57	\$6.89	\$16.69	37.30%	10.90%
Kansas City - MO	\$20.87	\$3.30	\$9.49	\$11.38	34.70%	15.80%
Las Vegas - NV	\$24.91	\$1.84	\$6.76	\$18.15	27.20%	7.40%
Little Rock - AR	\$18.02	\$1.66	\$7.06	\$10.96	23.50%	9.20%
Los Angeles - CA	\$41.39	\$4.47	\$12.11	\$29.28	36.90%	10.80%
Memphis - TN	\$19.61	\$2.31	8.47%	\$19.53	27.30%	11.80%
Miami - FL	\$41.00	\$4.66	\$13.97	\$27.03	33.30%	11.40%
Milwaukee - WI	\$20.55	\$2.94	\$10.27	\$10.28	28.60%	14.30%
Nashville - TN	\$28.89	\$3.01	\$8.23	\$20.66	36.50%	10.40%
New Orleans - LA	\$19.86	\$2.31	\$8.64	\$11.22	26.70%	11.60%
New York -NY	\$56.68	\$7.95	\$16.90	\$39.78	47.00%	14.00%
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Orange County - CA	\$31.24	\$3.83	\$9.84	\$21.40	38.90%	12.30%
Philadelphia - PA	\$26.80	\$3.44	\$9.39	\$17.41	36.60%	12.80%
Phoenix - AZ	\$26.93	\$3.08	\$7.84	\$19.09	39.30%	11.40%
Pittsburgh - PA	\$21.34	\$2.47	\$8.64	\$12.70	28.60%	11.60%
Portland -OR	\$28.80	\$3.00	\$8.37	\$20.43	35.90%	10.40%
Raleigh -VA	\$27.77	\$1.90	\$6.85	\$20.92	27.80%	6.90%
Richmond - VA	\$20.14	\$1.80	\$6.93	\$13.21	26.00%	9.00%
Saint Louis - MO	\$21.12	\$3.00	\$10.09	\$11.03	29.80%	14.20%
Salt Lake City - UT	\$23.91	\$2.26	\$6.88	\$17.03	32.90%	9.50%
San Francisco - CA	\$61.86	\$6.20	\$15.07	\$46.79	41.10%	10.00%
San Jose - CA	\$62.04	\$6.52	\$12.57	\$49.47	51.90%	10.50%
Seattle - WA	\$38.29	\$3.83	\$10.46	\$27.83	36.60%	10.00%
Sioux Falls - SD	\$19.22	\$2.54	\$9.49	\$9.73	26.80%	13.20%
Tampa - FL	\$25.30	\$3.20	\$9.98	\$15.32	32.10%	12.70%
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